

CONTRACT

WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

<u>Contract / Revision</u>		<u>Alt Order #</u>
818179 /		06306296
<u>Product</u>		
AFSCME (OH-16)		
<u>Contract Dates</u>	<u>Estimate #</u>	
09/12/12 - 09/23/12	3220	
<u>Advertiser</u>	<u>Original Date / Revision</u>	
AFSCME	09/24/12 / 09/24/12	
<u>Billing Cycle</u>	<u>Billing Calendar</u>	<u>Cash/Trade</u>
EOM/EOC	Broadcast	Cash
<u>Station</u>	<u>Account Executive</u>	<u>Sales Office</u>
WOIO	Jim Rapp	Telerep-Chicago
<u>Special Handling</u>		
<u>Demographic</u>		
Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u>	<u>Product Code</u>
8004		
<u>Agency Ref</u>	<u>Advertiser Ref</u>	

And:

Adelstein/Liston
222 W. Ontario
Suite 600
Chicago, IL 60610

<u>*Line</u>	<u>Ch</u>	<u>Start Date</u>	<u>End Date</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Days</u>	<u>Length</u>	<u>Spots/Week</u>	<u>Rate</u>	<u>Totals</u>	
										<u>Type</u>	<u>Spots</u>
1	WOIO	09/12/12	09/14/12	Action News at 5a	5-6a		:30			NM	6 \$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:	09/10/12	09/16/12	--WTF--					6	\$125.00		
2	WOIO	09/17/12	09/21/12	Action News at 5a	5-6a		:30			NM	8 \$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:	09/17/12	09/23/12	MTWTF--					8	\$125.00		
3	WOIO	09/12/12	09/14/12	Action News at 6a	6-7a		:30			NM	5 \$875.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:	09/10/12	09/16/12	--WTF--					5	\$175.00		
4	WOIO	09/17/12	09/21/12	Action News at 6a	6-7a		:30			NM	8 \$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:	09/17/12	09/23/12	MTWTF--					8	\$175.00		
5	WOIO	09/12/12	09/14/12	The Early Show	7-9a		:30			NM	6 \$990.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:	09/10/12	09/16/12	--WTF--					6	\$165.00		
6	WOIO	09/17/12	09/21/12	The Early Show	7-9a		:30			NM	13 \$2,145.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:	09/17/12	09/23/12	MTWTF--					13	\$165.00		
7	WOIO	09/15/12	09/22/12	Sat Early Show	9-11a		:30			NM	2 \$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:	09/10/12	09/16/12	-----1-					1	\$250.00		
Week:	09/17/12	09/23/12	-----1-					1	\$250.00		
8	WOIO	09/16/12	09/23/12	CBS Sunday Morning	9-1030a		:30			NM	2 \$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:	09/10/12	09/16/12	-----1					1	\$450.00		
Week:	09/17/12	09/23/12	-----1					1	\$450.00		
9	WOIO	09/12/12	09/14/12	Action News at 4p	4-5p		:30			NM	4 \$2,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:	09/10/12	09/16/12	--WTF--					4	\$650.00		
10	WOIO	09/17/12	09/21/12	Action News at 4p	4-5p		:30			NM	3 \$1,950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:	09/17/12	09/23/12	MTWTF--					3	\$650.00		

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Contract / Revision 818179 /	Alt Order # 06306296	
Contract Dates 09/12/12 - 09/23/12	Product AFSCME (OH-16)	Estimate # 3220
Advertiser AFSCME		Original Date / Revision 09/24/12 / 09/24/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	<u>Totals</u>	
										Type	Spots
11	WOIO	09/12/12	09/14/12	Action News at 5p	5-6p		:30			NM	4
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/10/12	09/16/12	--WTF--				4	\$700.00		
12	WOIO	09/17/12	09/21/12	Action News at 5p	5-6p		:30			NM	3
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/17/12	09/23/12	MTWTF--				3	\$700.00		
13	WOIO	09/12/12	09/14/12	Action News at 6p	6-630p		:30			NM	4
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/10/12	09/16/12	--WTF--				4	\$700.00		
14	WOIO	09/17/12	09/21/12	Action News at 6p	6-630p		:30			NM	4
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/17/12	09/23/12	MTWTF--				4	\$700.00		
15	WOIO	09/17/12	09/21/12	M-F 7-730p	7-730p		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/17/12	09/23/12	MTWTF--				1	\$4,500.00		
16	WOIO	09/17/12	09/21/12	M-F 730-8p	730-8p		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/17/12	09/23/12	MTWTF--				1	\$5,000.00		
17	WOIO	09/12/12	09/14/12	Action News at 7p	7-8p		:30			NM	3
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/10/12	09/16/12	--WTF--				3	\$500.00		
18	WOIO	09/17/12	09/17/12	Mon Hour 3	10-11P		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/17/12	09/23/12	1-----				1	\$3,000.00		
19	WOIO	09/18/12	09/18/12	Tue Hour 1	8-9P		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/17/12	09/23/12	-1-----				1	\$3,500.00		
20	WOIO	09/18/12	09/18/12	9-10p	9-10p		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/17/12	09/23/12	-1-----				1	\$3,250.00		
21	WOIO	09/19/12	09/19/12	Survivor Premiere	8-930p		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/17/12	09/23/12	--1----				1	\$6,500.00		
22	WOIO	09/13/12	09/13/12	Thur Hour 3	10-11p		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/10/12	09/16/12	---1---				1	\$3,000.00		
23	WOIO	09/21/12	09/21/12	Fri Hour 2	9-10p		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/17/12	09/23/12	----1--				1	\$3,000.00		
24	WOIO	09/21/12	09/21/12	Fri Hour 3	10-11p		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/17/12	09/23/12	----1--				1	\$3,200.00		
25	WOIO	09/16/12	09/23/12	Sun Hour 1	7-8p		:30			NM	1
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/10/12	09/16/12	-----1				1	\$3,500.00		
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Rate</u>		
Week:		09/17/12	09/23/12	-----1				1	\$3,500.00		
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>	
2	WOIO		09/17/12-09/23/12	Sun Hour 1	7-8p		:30		\$3,500.00	NM	
E	26	WOIO	09/23/12	09/23/12	Sun Hour 3					NM	0
											\$0.00

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Advertiser AFSCME		Original Date / Revision 09/24/12 / 09/24/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Totals	
										Type	Spots
		Start Date	End Date	Weekdays							Amount
Week: 09/17/12		09/17/12	09/23/12	-----1				1	\$3,500.00		
Spot	Ch	Date Range		Description	Start/End Time	Weekdays	Length		Rate	Type	
1	WOIO	09/17/12-09/23/12		Sun Hour 3	9-10p	-----St	:30		\$3,500.00	NM	
<i>Credited</i>											
27	WOIO	09/12/12	09/14/12	Action News at 11p	11-1135p		:30			NM	3 \$3,000.00
Week: 09/10/12		09/10/12	09/16/12	Weekdays				3	\$1,000.00		
Start Date	End Date	Weekdays		Spots/Week							
Week: 09/17/12		09/23/12		MTWTF--				5	\$1,000.00		
28	WOIO	09/17/12	09/21/12	Action News at 11p	11-1135p		:30			NM	5 \$5,000.00
Start Date	End Date	Weekdays		Spots/Week							
Week: 09/10/12		09/16/12		MTWTF--							
29	WOIO	09/15/12	09/15/12	11p-1205a	11p-1205a		:30			NM	1 \$750.00
Start Date	End Date	Weekdays		Spots/Week							
Week: 09/10/12		09/16/12		-----1-				1	\$750.00		
30	WOIO	09/16/12	09/23/12	Lt Su Action News at 11p	1130p-1230a		:30			NM	2 \$1,550.00
Start Date	End Date	Weekdays		Spots/Week							
Week: 09/10/12		09/16/12		-----1				1	\$775.00		
Week: 09/17/12		09/23/12		-----1				1	\$775.00		
31	WOIO	09/12/12	09/14/12	David Letterman	1135p-1238a		:30			NM	3 \$1,500.00
Start Date	End Date	Weekdays		Spots/Week							
Week: 09/10/12		09/16/12		--WTF--				3	\$500.00		
32	WOIO	09/17/12	09/21/12	David Letterman	1135p-1238a		:30			NM	5 \$2,500.00
Start Date	End Date	Weekdays		Spots/Week							
Week: 09/17/12		09/23/12		MTWTF--				5	\$500.00		
33	WOIO	09/17/12	09/21/12	Price is Right	11a-12p		:30			NM	1 \$525.00
Start Date	End Date	Weekdays		Spots/Week							
Week: 09/17/12		09/23/12		MTWTF--				4	\$525.00		
Spot	Ch	Date Range		Description	Start/End Time	Weekdays	Length		Rate	Type	
2	WOIO	09/17/12-09/23/12		Price is Right	11a-12p	MTuWThF----	:30		\$525.00	NM	
<i>Credited</i>											
3	WOIO	09/17/12-09/23/12		Price is Right	11a-12p	MTuWThF----	:30		\$525.00	NM	
<i>Credited</i>											
4	WOIO	09/17/12-09/23/12		Price is Right	11a-12p	MTuWThF----	:30		\$525.00	NM	
<i>Credited</i>											
34	WOIO	09/12/12	09/14/12	Action News at Noon	12-1230p		:30			NM	3 \$1,425.00
Start Date	End Date	Weekdays		Spots/Week							
Week: 09/10/12		09/16/12		--WTF--				3	\$475.00		
35	WOIO	09/17/12	09/21/12	Action News at Noon	12-1230p		:30			NM	4 \$1,900.00
Start Date	End Date	Weekdays		Spots/Week							
Week: 09/17/12		09/23/12		MTWTF--				4	\$475.00		
36	WOIO	09/12/12	09/14/12	CBS Soaps	1230-2p		:30			NM	1 \$600.00
Start Date	End Date	Weekdays		Spots/Week							
Week: 09/10/12		09/16/12		--WTF--				1	\$600.00		
37	WOIO	09/17/12	09/21/12	CBS Soaps	1230-2p		:30			NM	1 \$600.00
Start Date	End Date	Weekdays		Spots/Week							
Week: 09/17/12		09/23/12		MTWTF--				1	\$600.00		
38	WOIO	09/15/12	09/22/12	NCAA Football Reg Game 1	330p-7p		:30			NM	2 \$1,700.00
Start Date	End Date	Weekdays		Spots/Week							
Week: 09/10/12		09/16/12		-----1-				1	\$850.00		
Week: 09/17/12		09/23/12		-----1-				1	\$850.00		

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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	<u>Totals</u>	
										Type	Spots
39	WOIO	09/16/12	09/23/12	Browns Football	1-4p		:30			NM	2 \$60,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		09/10/12	09/16/12	-----1				1	\$30,000.00		
Week:		09/17/12	09/23/12	-----1				1	\$30,000.00		
40	WOIO	09/16/12	09/23/12	AFC GAME 2	415p-7p		:30			NM	2 \$30,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		09/10/12	09/16/12	-----1				1	\$15,000.00		
Week:		09/17/12	09/23/12	-----1				1	\$15,000.00		
41	WOIO	09/22/12	09/22/12	Sat Hour 3	10-11p		:30			NM	1 \$2,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		09/17/12	09/23/12	-----1-				1	\$2,750.00		
42	WOIO	09/16/12	09/23/12	NFL Today	12p-1p		:30			NM	2 \$8,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		09/10/12	09/16/12	-----1				1	\$4,000.00		
Week:		09/17/12	09/23/12	-----1				1	\$4,000.00		
43	WOIO	09/23/12	09/23/12	Sun Action News at 7a	7-9a		:30			NM	1 \$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		09/17/12	09/23/12	-----S				1	\$525.00		
44	WOIO	09/23/12	09/23/12	Tailgate 19	11a-12p		:30			NM	2 \$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		09/17/12	09/23/12	-----S				2	\$275.00		
45	WOIO	09/20/12	09/20/12	Thur Hour 2	9-10P		:30			NM	1 \$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		09/17/12	09/23/12	---T---				1	\$2,000.00		
46	WOIO	09/22/12	09/22/12	Sat Hour 3	10-11p		:30			NM	1 \$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>		
Week:		09/17/12	09/23/12	-----S-				1	\$2,000.00		

Totals

128 \$190,435.00

Time Period	# of Spots	Gross Amount	Net Amount
08/27/12 - 09/23/12	128	\$190,435.00	\$161,869.75
Totals	128	\$190,435.00	\$161,869.75

Signature: _____ **Date:** _____

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